

**A Preliminary Resolution of the Common Council of the City of Evansville  
Declaring an Economic Revitalization Area for Property Tax Phase-In for  
The Rehabilitation of Real Property and installation of new equipment 2625 Kotter  
Avenue, Evansville, IN 47715**

**(Sam Tucker, LLC)**

**Whereas**, Sam Tucker, LLC (the "Applicant") has submitted a Statement of Benefits and made application for Economic Revitalization Area designation pursuant to IC 6-1.1-12.1 et seq. and Evansville Common Council Resolution C-2002-3 as Amended (the "Tax Phase-In Resolution") for the property located at: 2625 Kotter Avenue, Evansville, IN 47715.; and

**Whereas**, said property meets the criteria for designation as an Economic Revitalization Area pursuant to IC 6-1.1-12.1- et seq;

**NOW THEREFORE, BE IT RESOLVED** by the Common Council of the City of Evansville as follows:

**Section 1.** The Common Council has reviewed the Statement of Benefits and additional information submitted pursuant to I.C. 6-1.1-12.1 and Common Council Resolution C-2002-3 as Amended and made the following findings:

- a. The estimate of the value for the construction of new real property by the Applicant is reasonable for projects of that type; and
- b. The estimate of the number of individuals who will be employed or whose employment will be retained by the project can be reasonably expected to result from the proposed acquisition and installation of manufacturing equipment; and
- c. The estimate of the annual salaries of those individuals whose employment will be retained by this project can reasonably be expected to result from the proposed construction; and
- d. The totality of benefits likely to accrue from this project is sufficient to justify a tax deduction.
- e. The property known as:

2625 Kotter Avenue, Evansville, IN 47715

Parcel ID: 82-06-13-014-194.014-027

OLD BOONVILLE HIGHWAY COMMERCIAL PARK PT LOT 13 PT 12  
&14 Knight-City Township

has been found to meet the requirements of an Economic Revitalization Area pursuant to IC 6-1.1-12.1.

**FILED**

**JAN 06 2016**

*Anna Widner*  
CITY CLERK

**Section 2.** Based on these findings, the Common Council has determined that the purposes of I.C. 6-1.1-12.1 are served by allowing the deduction and the property described in Section 1.e. (above) is hereby declared to be an Economic Revitalization Area.

**Section 3.** The designation of this Economic Revitalization Areas shall apply to property tax deductions for "real property" and "personal property" as provided in IC 6-1.1-12.1-4.5 and IC 6-1.1-12.1-3.

**Section 4.** The designation of this Economic Revitalization Area shall commence 8/17/2015 and shall be in effect up to and including 12/31/2021 .

**Section 5.** The length of deduction to be allowed for this project for "real property and "personal property" shall be for 9 years from the date of each increased assessment resulting from the investments made according to the Statement of Benefits Real Estate Improvements (SB-1 Real Property) (and attached hereto) and consistent with the tax phase-in schedule in Attachment 1.

**Section 6.** The Statement of Benefits submitted by the applicant and dated December 15, 2015 is hereby approved.

**Section 7.** Benefits provided by this Preliminary Resolution shall accrue and be valid for any investment made prior to the passage of this resolution, but not before December 1, 2015 as provided by the Statement of Benefits-1 (Real Estate and Personal Property) attached hereto.

**Section 8.** This Resolution shall be in full force and effect from and after its passage by the Common Council, signing by the Mayor, and advertisements, if any, as required by law.

**PASSED BY** the Common Council of the City of Evansville, Indiana, on the  
8 day of February, 2016 on said day signed by the President  
of the Common Council and attested by the City Clerk.




\_\_\_\_\_  
**President of the Common Council,**

ATTEST: Laura Windhorst  
**Laura Windhorst, City Clerk**

Presented by me, the undersigned City Clerk of the City of Evansville, Indiana, to the Mayor of  
said city, this 9 day of February, 2016, for his consideration and action  
thereon.

Laura Windhorst  
**Laura Windhorst, City Clerk**  
**City of Evansville, Indiana**

Having examined the foregoing resolution, I do now, as Mayor of the City of Evansville,  
Indiana, approve said resolution and return the same to the City Clerk this 9th day of  
FEBRUARY, 2016.

  
\_\_\_\_\_  
**Lloyd Winnecke, Mayor**  
**City of Evansville, Indiana**

  
\_\_\_\_\_  
APPROVED AS TO FORM

BY Ted C. Ziemer Jr., COUNSEL

## **Attachment 1**

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### **Real and Personal Property Schedule**

**Parcel ID: 82-06-13-014-194.014-027**

**Resolution C-2016-1**

**Sam Tucker, LLC**

#### **Tax Phase-In Schedule – Real Property**

Real Property	
Year	Abatement
1	100%
2	90%
3	75%
4	65%
5	50%
6	45%
7	35%
8	20%
9	10%
10	0%

#### **Tax Phase-In Schedule – Personal Property**

Personal Property	
Year	Abatement
1	100%
2	100%
3	100%
4	70%
5	60%
6	50%
7	40%
8	30%
9	10%
10	0%



# STATEMENT OF BENEFITS PERSONAL PROPERTY

State Form 51764 (R3 / 12-13)

Prescribed by the Department of Local Government Finance

FORM SB-1 / PP

## PRIVACY NOTICE

Any information concerning the cost of the property and specific salaries paid to individual employees by the property owner is confidential per IC 6-1.1-12.1-5.1.

## INSTRUCTIONS

1. This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise this statement must be submitted to the designating body **BEFORE** a person installs the new manufacturing equipment and/or research and development equipment, and/or logistical distribution equipment and/or information technology equipment for which the person wishes to claim a deduction.
2. The statement of benefits form must be submitted to the designating body and the area designated an economic revitalization area before the installation of qualifying abatable equipment for which the person desires to claim a deduction.
3. To obtain a deduction, a person must file a certified deduction schedule with the person's personal property return on a certified deduction schedule (Form 103-ERA) with the township assessor of the township where the property is situated or with the county assessor if there is no township assessor for the township. The 103-ERA must be filed between March 1 and May 15 of the assessment year in which new manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment is installed and fully functional, unless a filing extension has been obtained. A person who obtains a filing extension must file the form between March 1 and the extended due date of that year.
4. Property owners whose Statement of Benefits was approved, must submit Form CF-1/PP annually to show compliance with the Statement of Benefits. (IC 6-1.1-12.1-5.6)
5. For a Form SB-1/PP that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. For a Form SB-1/PP that is approved prior to July 1, 2013, the abatement schedule approved by the designating body remains in effect. (IC 6-1.1-12.1-17)

SECTION 1		TAXPAYER INFORMATION						
Name of taxpayer	Name of contact person							
Sam Tucker LLC	Paul Saunders							
Address of taxpayer (number and street, city, state, and ZIP code)		Telephone number						
2625 Kotter Avenue, Evansville IN 47715		( 812 ) 401-0055						
SECTION 2		LOCATION AND DESCRIPTION OF PROPOSED PROJECT						
Name of designating body		Resolution number (s)						
Common Council of the City of Evansville								
Location of property		County	DLGF taxing district number					
Same as above		Vanderburgh	026					
Description of manufacturing equipment and/or research and development equipment and/or logistical distribution equipment and/or information technology equipment. (Use additional sheets if necessary.)  The company intends to invest in new manufacturing equipment to support the expansion of its operations in the City of Evansville to meet increased demand for the company's products.		ESTIMATED						
		START DATE	COMPLETION DATE					
		Manufacturing Equipment	01/01/2016 12/31/2020					
		R & D Equipment						
		Logist Dist Equipment						
IT Equipment								
SECTION 3		ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT						
Current number	Salaries	Number retained	Salaries	Number additional	Salaries			
37	\$1,376,044	37	\$1,376,044	87	\$2,806,689			
SECTION 4		ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT						
NOTE: Pursuant to IC 6-1.1-12.1-5.1 (d) (2) the COST of the property is confidential.	MANUFACTURING EQUIPMENT		R & D EQUIPMENT		LOGIST DIST EQUIPMENT		IT EQUIPMENT	
	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE	COST	ASSESSED VALUE
Current values								
Plus estimated values of proposed project	3,389,600							
Less values of any property being replaced								
Net estimated values upon completion of project								
SECTION 5		WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER						
Estimated solid waste converted (pounds) _____		Estimated hazardous waste converted (pounds) _____						
Other benefits:								
SECTION 6		TAXPAYER CERTIFICATION						
I hereby certify that the representations in this statement are true.								
Signature of authorized representative		Date signed (month, day, year)						
[Signature]		12/15/15						
Printed name of authorized representative		Title						
Paul Saunders		Owner						

# FOR USE OF THE DESIGNATING BODY

We have reviewed our prior actions relating to the designation of this economic revitalization area and find that the applicant meets the general standards adopted in the resolution previously approved by this body. Said resolution, passed under IC 6-1.1-12.1-2.5, provides for the following limitations as authorized under IC 6-1.1-12.1-2.

A. The designated area has been limited to a period of time not to exceed \_\_\_\_\_ calendar years \* (see below). The date this designation expires is \_\_\_\_\_.

B. The type of deduction that is allowed in the designated area is limited to:

- |  |                              |                             |
|--|------------------------------|-----------------------------|
| 1. Installation of new manufacturing equipment;            | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 2. Installation of new research and development equipment; | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 3. Installation of new logistical distribution equipment.  | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 4. Installation of new information technology equipment;   | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

C. The amount of deduction applicable to new manufacturing equipment is limited to \$ \_\_\_\_\_ cost with an assessed value of \$ \_\_\_\_\_.

D. The amount of deduction applicable to new research and development equipment is limited to \$ \_\_\_\_\_ cost with an assessed value of \$ \_\_\_\_\_.

E. The amount of deduction applicable to new logistical distribution equipment is limited to \$ \_\_\_\_\_ cost with an assessed value of \$ \_\_\_\_\_.

F. The amount of deduction applicable to new information technology equipment is limited to \$ \_\_\_\_\_ cost with an assessed value of \$ \_\_\_\_\_.

G. Other limitations or conditions (specify) \_\_\_\_\_

H. The deduction for new manufacturing equipment and/or new research and development equipment and/or new logistical distribution equipment and/or new information technology equipment installed and first claimed eligible for deduction is allowed for:

- |                                 |                                 |                                 |                                 |                                  |               |
|---------------------------------|---------------------------------|---------------------------------|---------------------------------|----------------------------------|---------------|
| <input type="checkbox"/> Year 1 | <input type="checkbox"/> Year 2 | <input type="checkbox"/> Year 3 | <input type="checkbox"/> Year 4 | <input type="checkbox"/> Year 5  | (see below *) |
| <input type="checkbox"/> Year 6 | <input type="checkbox"/> Year 7 | <input type="checkbox"/> Year 8 | <input type="checkbox"/> Year 9 | <input type="checkbox"/> Year 10 |               |

I. For a Statement of Benefits approved after June 30, 2013, did this designating body adopt an abatement schedule per IC 6-1.1-12.1-17? ☐ Yes ☐ No

If yes, attach a copy of the abatement schedule to this form.

If no, the designating body is required to establish an abatement schedule before the deduction can be determined.

Also we have reviewed the information contained in the statement of benefits and find that the estimates and expectations are reasonable and have determined that the totality of benefits is sufficient to justify the deduction described above.

Approved by: (signature and title of authorized member of designating body)	Telephone number ( )	Date signed (month, day, year)
Printed name of authorized member of designating body	Name of designating body	
Attested by: (signature and title of attester)	Printed name of attester	

\* If the designating body limits the time period during which an area is an economic revitalization area, that limitation does not limit the length of time a taxpayer is entitled to receive a deduction to a number of years that is less than the number of years designated under IC 6-1.1-12.1-17.

## IC 6-1.1-12.1-17

### Abatement schedules

Sec. 17. (a) A designating body may provide to a business that is established in or relocated to a revitalization area and that receives a deduction under section 4 or 4.5 of this chapter an abatement schedule based on the following factors:

- (1) The total amount of the taxpayer's investment in real and personal property.
- (2) The number of new full-time equivalent jobs created.
- (3) The average wage of the new employees compared to the state minimum wage.
- (4) The infrastructure requirements for the taxpayer's investment.

(b) This subsection applies to a statement of benefits approved after June 30, 2013. A designating body shall establish an abatement schedule for each deduction allowed under this chapter. An abatement schedule must specify the percentage amount of the deduction for each year of the deduction. An abatement schedule may not exceed ten (10) years.

(c) An abatement schedule approved for a particular taxpayer before July 1, 2013, remains in effect until the abatement schedule expires under the terms of the resolution approving the taxpayer's statement of benefits.



# STATEMENT OF BENEFITS REAL ESTATE IMPROVEMENTS

State Form 51767 (R6 / 10-14)

Prescribed by the Department of Local Government Finance

20 16 PAY 20 17

FORM SB-1 / Real Property

## PRIVACY NOTICE

Any information concerning the cost of the property and specific salaries paid to individual employees by the property owner is confidential per IC 6-1.1-12.1-5.1.

This statement is being completed for real property that qualifies under the following Indiana Code (check one box):

- ☐ Redevelopment or rehabilitation of real estate improvements (IC 6-1.1-12.1-4)  
☐ Residentially distressed area (IC 6-1.1-12.1-4.1)

### INSTRUCTIONS:

1. This statement must be submitted to the body designating the Economic Revitalization Area prior to the public hearing if the designating body requires information from the applicant in making its decision about whether to designate an Economic Revitalization Area. Otherwise, this statement must be submitted to the designating body **BEFORE** the redevelopment or rehabilitation of real property for which the person wishes to claim a deduction.
2. The statement of benefits form must be submitted to the designating body and the area designated an economic revitalization area before the initiation of the redevelopment or rehabilitation for which the person desires to claim a deduction.
3. To obtain a deduction, a Form 322/RE must be filed with the County Auditor before May 10 in the year in which the addition to assessed valuation is made or not later than thirty (30) days after the assessment notice is mailed to the property owner if it was mailed after April 10. A property owner who failed to file a deduction application within the prescribed deadline may file an application between March 1 and May 10 of a subsequent year.
4. A property owner who files for the deduction must provide the County Auditor and designating body with a Form CF-1/Real Property. The Form CF-1/Real Property should be attached to the Form 322/RE when the deduction is first claimed and then updated annually for each year the deduction is applicable. IC 6-1.1-12.1-5.1(b)
5. For a Form SB-1/Real Property that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. For a Form SB-1/Real Property that is approved prior to July 1, 2013, the abatement schedule approved by the designating body remains in effect. IC 6-1.1-12.1-17

## SECTION 1

## TAXPAYER INFORMATION

Name of taxpayer <b>Sam Tucker LLC</b>		
Address of taxpayer (number and street, city, state, and ZIP code) <b>2625 Kotter Avenue, Evansville, IN 47715</b>		
Name of contact person <b>Paul Saunders</b>	Telephone number <b>( 812 ) 401-0055</b>	E-mail address <b>paul@eluxurysupply.com</b>

## SECTION 2

## LOCATION AND DESCRIPTION OF PROPOSED PROJECT

Name of designating body <b>Common Council of the City of Evansville</b>		Resolution number
Location of property <b>Same as above</b>	County <b>Vanderburgh</b>	DLGF taxing district number <b>026</b>
Description of real property improvements, redevelopment, or rehabilitation (use additional sheets if necessary) <b>The company intends to make real property improvements to its existing facility in Evansville, IN, in order to expand its business operations to meet increased demand for the company's products.</b>		Estimated start date (month, day, year) <b>1/1/2016</b>
		Estimated completion date (month, day, year) <b>12/31/2020</b>

## SECTION 3

## ESTIMATE OF EMPLOYEES AND SALARIES AS RESULT OF PROPOSED PROJECT

Current number <b>37.00</b>	Salaries <b>\$1,376,044.00</b>	Number retained <b>37.00</b>	Salaries <b>\$1,376,044.00</b>	Number additional <b>87.00</b>	Salaries <b>\$2,806,689.00</b>
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## SECTION 4

## ESTIMATED TOTAL COST AND VALUE OF PROPOSED PROJECT

	REAL ESTATE IMPROVEMENTS	
	COST	ASSESSED VALUE
Current values		
Plus estimated values of proposed project	150,000.00	
Less values of any property being replaced		
Net estimated values upon completion of project		

## SECTION 5

## WASTE CONVERTED AND OTHER BENEFITS PROMISED BY THE TAXPAYER

Estimated solid waste converted (pounds) _____	Estimated hazardous waste converted (pounds) _____
Other benefits	

## SECTION 6

## TAXPAYER CERTIFICATION

I hereby certify that the representations in this statement are true.

Signature of authorized representative 	Date signed (month, day, year) <b>12/15/15</b>
Printed name of authorized representative <b>Paul Saunders</b>	Title <b>Owner</b>

**FOR USE OF THE DESIGNATING BODY**

We find that the applicant meets the general standards in the resolution adopted or to be adopted by this body. Said resolution, passed or to be passed under IC 6-1.1-12.1, provides for the following limitations:

- A. The designated area has been limited to a period of time not to exceed \_\_\_\_\_ calendar years\* (*see below*). The date this designation expires is \_\_\_\_\_.
- B. The type of deduction that is allowed in the designated area is limited to:
1. Redevelopment or rehabilitation of real estate improvements ☐ Yes ☐ No
  2. Residentially distressed areas ☐ Yes ☐ No
- C. The amount of the deduction applicable is limited to \$ \_\_\_\_\_.
- D. Other limitations or conditions (*specify*) \_\_\_\_\_
- E. Number of years allowed: ☐ Year 1 ☐ Year 2 ☐ Year 3 ☐ Year 4 ☐ Year 5 (\* see below)  
☐ Year 6 ☐ Year 7 ☐ Year 8 ☐ Year 9 ☐ Year 10
- F. For a statement of benefits approved after June 30, 2013, did this designating body adopt an abatement schedule per IC 6-1.1-12.1-17?  
☐ Yes ☐ No  
 If yes, attach a copy of the abatement schedule to this form.  
 If no, the designating body is required to establish an abatement schedule before the deduction can be determined.

We have also reviewed the information contained in the statement of benefits and find that the estimates and expectations are reasonable and have determined that the totality of benefits is sufficient to justify the deduction described above.

Approved ( <i>signature and title of authorized member of designating body</i> )	Telephone number (      )	Date signed ( <i>month, day, year</i> )
Printed name of authorized member of designating body	Name of designating body	
Attested by ( <i>signature and title of attester</i> )	Printed name of attester	

\* If the designating body limits the time period during which an area is an economic revitalization area, that limitation does not limit the length of time a taxpayer is entitled to receive a deduction to a number of years that is less than the number of years designated under IC 6-1.1-12.1-17.

- A. For residentially distressed areas where the Form SB-1/Real Property was approved prior to July 1, 2013, the deductions established in IC 6-1.1-12.1-4.1 remain in effect. The deduction period may not exceed five (5) years. For a Form SB-1/Real Property that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. The deduction period may not exceed ten (10) years. (See IC 6-1.1-12.1-17 below.)
- B. For the redevelopment or rehabilitation of real property where the Form SB-1/Real Property was approved prior to July 1, 2013, the abatement schedule approved by the designating body remains in effect. For a Form SB-1/Real Property that is approved after June 30, 2013, the designating body is required to establish an abatement schedule for each deduction allowed. (See IC 6-1.1-12.1-17 below.)

**IC 6-1.1-12.1-17**

**Abatement schedules**

Sec. 17. (a) A designating body may provide to a business that is established in or relocated to a revitalization area and that receives a deduction under section 4 or 4.5 of this chapter an abatement schedule based on the following factors:

- (1) The total amount of the taxpayer's investment in real and personal property.
  - (2) The number of new full-time equivalent jobs created.
  - (3) The average wage of the new employees compared to the state minimum wage.
  - (4) The infrastructure requirements for the taxpayer's investment.
- (b) This subsection applies to a statement of benefits approved after June 30, 2013. A designating body shall establish an abatement schedule for each deduction allowed under this chapter. An abatement schedule must specify the percentage amount of the deduction for each year of the deduction. An abatement schedule may not exceed ten (10) years.
- (c) An abatement schedule approved for a particular taxpayer before July 1, 2013, remains in effect until the abatement schedule expires under the terms of the resolution approving the taxpayer's statement of benefits.





## Application for Economic Revitalization Area Designation

General Information			
Name of Taxpayer Seeking Phase-In	Sam Tucker LLC		
Street Address of Taxpayer	2625 Kotter Avenue		
City, State, Zip	Evansville, IN 47715		
Name of Authorized Representative	Paul Saunders		
Street Address of Authorized Representative	2625 Kotter Avenue		
City, State, Zip	Evansville, IN 47715		
Phone and Fax	812-401-0055		
Proposed Project Information			
Address of Property	2625 Kotter Avenue	Tax Code(s) for Property	680
Size of Property (sf)	119,603	NAICS Code	423200
City, State, Zip	Evansville, IN 47715	Current Zoning	M-1
Township	Knight	TIF District	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Legal Description of Property	OLD BOONVILLE HIGHWAY COMMERCIAL PARK PT LOT 13 PT 12 & 14		
Provide a brief description of the applicant's business, including company history, products(s), facilities, sales and corporate growth, and corporate employment. Also discuss any applicable future growth, planned expansions, and/or corporate diversification, where applicable. (You may attach it as "Company Profile")			
<p>eLuxury Supply, a division of Sam Tucker LLC, is a United States Veteran Owned and Operated company based in Evansville, Indiana. In operation since 2009, their products include Egyptian cotton bed sheet sets, duvet covers and pillow cases, as well as mattress toppers, goose down comforters, 5-Star Egyptian cotton bath robes and Egyptian cotton bath towel sets. eLuxury was recently named to the Inc. 5000 list as the 15th fastest growing company in North America. The company is considering whether to consolidate its manufacturing operations in either Martin, Tennessee or Evansville, Indiana. Key decision-making criteria will be: human capital, tax structure, economic development incentives and regulatory environment.</p>			
Project Overview			
Provide a Detailed Description of the Proposed Project (including how the Subject Property will be used, physical changes made to the property)	The company is currently in the process of deciding where to consolidate its manufacturing and distribution operations. Today, the company has existing facilities in Martin, TN and Evansville, IN. One of these communities and states will be selected for the project. If Evansville is chosen, the company will lease additional space at its existing location, complete internal building renovations, install new manufacturing/warehouse/research & development equipment and add new employees over the next five years. The company will manufacture, package and ship product from the location. The chosen location will serve as the company's corporate headquarters, and will include a state-of-the-art call center and customer service facility. The company's hiring practice includes a strong initiative to employ veterans, and they hope to have approximately 140 employees by the end of 2020.		
*Will the Project Require Additional Municipal Services or Facilities?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		
*If yes please state need			

Employment/Benefit Information						
Project Cost Estimate						
	Current Year	Year 1	Year 2	Year 3	Year 4	Year 5
Purchase of real estate and improvements						
Site preparation						
Demolition						
Construction of new structures						
Rehabilitation of existing structures	0	50,000	25,000	25,000	25,000	25,000
Infrastructure improvements						
Architecture & engineering fees						
Development fees						
Total cost of manufacturing and research & development equipment—new to Indiana	0	2,209,600	295,000	295,000	295,000	295,000
Total project cost for real estate component of project						
Has this new equipment ever been installed and in use elsewhere in the state of Indiana?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>		Date new manufacturing/research & development equipment is to be installed?			2016-2020

Calendar Year	Number of Current Full-Time Permanent Employees at Project	Hourly/Average Wage W/O Fringe Benefits/Bonuses	New Full-Time Permanent Employees at Project	Number of Part-Time Employees	
3 Years Ago					
2 Years Ago					
1 Year Ago	18	15.00			
Current Year	37	17.88			
Year 1			36		
Year 2			17		
Year 3			17		
Year 4			17		
If Tax Phase-In were not granted, how many current jobs would be lost or jeopardized? If any, please attach a supporting explanation (attach as "Potential Job Loss")		19			
Identify the type(s) of work or position(s) of the new employees.	Professional/Management, Information Technology, Logistics & Distribution, Customer Care.	Employees' Educational Requirements (Percentage of new hires)			
		High School Diploma	2 yr Degree/Certificate	4 yr Degree	>4 yr Degree
		38%	38%	24%	
Identify the company benefits offered to employees.	The company offers medical, dental, and 401k to all employees. They are also considering the implementation of a tuition reimbursement program for their employees.				
What is the value of these benefits (as a percentage of base pay)?	21%	Does the taxpayer have an affirmative action plan?		Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	

Contribution of Company	
In what ways has the company contributed to the improvement of the neighborhood or surrounding area, or participated in community activities or programs?	eLuxury Supply's philanthropic focus is on education, military service members, and 501(c)3 non-profit organizations that provide comprehensive services to children and adults with developmental disabilities. Organizations supported by the company include The ARC of Evansville, from whom the company hires and subsidizes the wages of several employees, Salvation Army, Susan G. Komen Foundation, and Soldier Dogs for Independence. eLuxury Supply has also given considerable financial support to local Evansville schools.
Is it your intent to use your best efforts to hire local contractors for the building and/or installation of equipment?	Yes

\*Please attach any additional information that you feel will assist in evaluated this request for property tax phase-in.



Click "Sign" to fill out and sign this form. When you are done, you can save a copy by clicking "Done Signing".

I understand that if tax phase-in is granted for this project, that the Applicant will be required to submit a "Compliance with Statement of Benefits" form annually; and

It is my further understanding that if the Applicant should fail to comply with its commitments in job creation, job retention, project investment and/or any other commitments associated with its tax phase-in application, that the designating body has the right, after conducting a public hearing, to terminate said tax phase-in deductions.

I hereby affirm and certify that the information and representations of fact made in this application are true and complete.

Signature:

D. F. Smith

Owner

Title:

\_\_\_\_\_

Date:

10/20/2015

For this application to be complete, it must be accompanied by a signed "Statement of Benefits" (State Form 27167) and a check for the appropriate application fee. The check should be made payable to the Growth Alliance for Greater Evansville (GAGE).

#### Application Fees:

Real Estate Improvements	\$500.00
New Manufacturing or Research & Development Equipment	\$250.00

Application Fee Submitted:

\$750.00

Growth Alliance for Greater Evansville  
 Phone: (812) 401.4243  
 Email: info@GrowthAllianceEvv.com  
 www.GrowthAllianceEvv.com

Update: Tuesday, August 13, 2013

# City of Evansville / Vanderburgh County Tax Phase-In Application Scoring

## -Personal Property-

Company Name: Sam Tucker LLC

Application Date: 10/20/2015

		Points Granted
<b>Investment- (5 points maximum)</b>		
< \$1 Million	1 point	
\$1 Million to \$5 Million	2 points	
\$5,000,001 to \$10 Million	3 points	2
\$10,000,001 to \$20 Million	4 points	
\$20 Million +	5 points	
<b>Full-Time employment added or retained (based on project) in 5 years (5 points maximum)</b>		
5 to 20 employees	1 point	
21 to 40 employees	2 points	
41 to 60 employees	3 points	5
61 to 80 employees	4 points	
81 employees +	5 points	
<b>Wage level (5 points maximum)</b>		
Less Than Vanderburgh Co. average wage	1 point	
≤ 5% Vanderburgh Co. average wage	2 points	
5%-10% Vanderburgh Co. average wage	3 points	
10% - 20% Vanderburgh Co. average wage	4 points	1
≥ 20% Vanderburgh Co. average wage	5 points	
<i>The average county wage for 2012 is \$18.08/hr (\$36,606/year) for Vanderburgh County, as determined by the Indiana Department Workforce Development.</i>		
<b>Benefits Package (Ins./Retirement/paid time off/tuition reimbursement) (5 points maximum)</b>		
0% - 3%	1 point	
4% - 7%	2 points	
8% - 11%	3 points	5
12% - 14%	4 points	
15% +	5 points	
Value of benefits is equal to or greater than 15% of base pay.		
<b>Use reuse, rehabilitation and/or expansion of an existing facility. (2 points maximum)</b>		
		2
<b>Targeted Business (1 point maximum)</b>		
		1
<b>Percent of employment that requires at least a 2 yr degree or professional certificate (2 points maximum)</b>		
50%-75%	1 point	
75%+	2 points	1

Total Points: 17

## Scoring

### Score

N/A

N/A

2-0

3-4

5-7

8-10

11-13

14-16

17-19

20+

### Max. Length of Deduction

1 year

2 years

3 years

4 years

5 years

6 years

7 years

8 years

9 years

10 years

Grand Total of Points:

Number of Years:

# City of Evansville / Vanderburgh County Tax Phase-In Application Scoring

## -Real Property-

Company Name: Sam Tucker, LLC

Application Date: 10/20/2015

		Points Granted
<b>Investment- (5 points maximum)</b>		
Less than \$1 Million	1 point	
\$1 Million to \$5 Million	2 points	
\$5,000,001 to \$10 Million	3 points	2
\$10,000,001 to \$15 Million	4 points	
\$15 Million +	5 points	
<b>Full-Time employment added or retained (based on project) in 5 years (5 points maximum)</b>		
5 to 20 employees	1 point	
21 to 40 employees	2 points	
41 to 60 employees	3 points	5
61 to 80 employees	4 points	
81 employees +	5 points	
<b>Wage level (5 points maximum)</b>		
Less Than Vanderburgh Co. average wage	1 point	
≤ 5% Vanderburgh Co. average wage	2 points	
5%-10% Vanderburgh Co. average wage	3 points	1
10% - 20% Vanderburgh Co. average wage	4 points	
≥ 20% Vanderburgh Co. average wage	5 points	
<i>The average county wage for 2012 is \$18.08/hr (\$36,606/year) for Vanderburgh County, as determined by the Indiana Department Workforce Development.</i>		
<b>Benefits Package (Ins./Retirement/paid time off/tuition reimbursement) (5points maximum)</b>		
0% - 3%	1 point	
4% - 7%	2 points	
8% - 11%	3 points	5
12% - 14%	4 points	
15% +	5 points	
Value of benefits is equal to or greater than base pay.		
<b>Use reuse, rehabilitation and/or expansion of an existing facility. (2 points maximum)</b>		
	2	
<b>Targeted Business (1 point maximum)</b>		
	1	
<b>Percent of employment that requires at least a 2 yr degree or professional certificate (2 points maximum)</b>		
50%-75%	1 point	1
75%+	2 points	

Total Points: 17

## Scoring

### Score

N/A

N/A

2-0

3-4

5-7

8-10

11-13

14-16

17-19

20+

### Max. Length of Deduction

1 year

2 years

3 years

4 years

5 years

6 years

7 years

8 years

9 years

10 years

Grand Total of Points:

Number of Years:

# Report to Mayor and City Council | 2016

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Council Meeting 01/25/2016

**SUBJECT:** The Growth Alliance has worked with Sam Tucker LLC representative, Mr. Paul Saunders, and his consultant, Larry Gigerich, GINOVUS, on their current development project. Mr. Saunders currently operates eLuxurySupply.com out of the facility located at 2625 Kotter Ave., which is adjacent to ARC Industries. eLuxurySupply.com is a United States Veteran Owned and Operated company headquartered in Evansville, Indiana. Countless hours of hard work and determination, as well as a little luck, have helped eLuxurySupply.com to become one of the Internet's most trusted and successful specialty linen providers.

The idea for eLuxurySupply was born in 2009, when Mr. Saunders was disappointed by an expensive yet low quality set of sheets that was purchased as an anniversary gift for his wife. Unfortunately, the poor shopping experience was followed by poor customer service. From a negative experience a positive and successful business was born. "We promise that our customers will never be disappointed with their experience at eLuxurySupply.com." Their products include Egyptian cotton bed sheet sets, duvet covers and pillow cases, as well as mattress toppers, goose down comforters, 5-Star Egyptian cotton bath robes and Egyptian cotton bath towel sets. In addition to their Egyptian cotton products, they are now offering an entire line of rayon from bamboo sheet sets and bath towel sets to add to their ever-expanding inventory and to give their customers the largest selection of any luxury linen retailer anywhere online.

In a market that is often crowded with knockoffs and subpar products, they provide guaranteed first-class luxury items to make sure consumers are getting a 100% authentic product with the most helpful customer service available. Approximately two years ago, Sam Tucker LLC began manufacturing mattress pads in Tennessee, by purchasing an existing enterprise. That business has exploded and Mr. Saunders is looking to relocate the manufacturing equipment from Tennessee to Evansville to consolidate his business and provide efficiencies in his process.

To accomplish this move, Sam Tucker LLC will be making a total investment in real property of approximately \$150,000 and a \$3,389,600 investment in personal property over the next 5 years for total of \$3,539,600 in new investment.

**Fiscal Impact:** Total, positive, Economic Impact of this project for Evansville is:

**\$217,466,955 over the next 9 years; or, over \$24 million/year.**

**Recommendation:** A standard 9-year tax abatement for real property and a modified 9-year tax abatement for personal property would provide a direct impact of **\$211,338**. Additionally, we recommend a grant not to exceed **\$50,000 for Training assistance**; requires 50/50 match and applicable to Evansville residents hired over the first 2 years of project implementation.



## Report to Mayor and City Council | 2016

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**The total value to Sam Tucker LLC would be approximately \$261,338 and the project would generate a positive, economic Impact of over \$24 million per year for the City of Evansville aligned with our target market and bringing jobs and opportunities to the City.**

The State of Indiana has granted – \$725,000 EDGE grant

The Growth Alliance has requested, and the applicant has agreed to, execution of an agreement with the City that would require the applicant to reimburse the City for an agreed to amount of the value of the benefits received to date in the event they would decide to relocate these new jobs to another community within the 9 year period. This type of agreement has been referred to as a “claw back agreement” on prior projects.

**Attachments:**

Confirming Resolution C-2016-1  
Application for Economic Revitalization Area Designation  
SB-1 Real Property  
Form SB-1/Personal Property  
Scoring sheet for Real Property  
Scoring sheet for Personal Property

**For additional information contact:**

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Growth Alliance for Greater Evansville (812) 492-4384 - [chris@growthallianceevv.com](mailto:chris@growthallianceevv.com)